Region VI (Pacific) State of the Region Report

June 30, 2003

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Introduction

This report summarizes financial trends for federally insured credit unions in the Pacific Region for the first half of 2003. Region VI is made up of Alaska, California, Hawaii, Idaho, Montana, Nevada, Oregon, Utah, Washington, Wyoming, and the Territories of Guam and American Samoa. As of June 30, the region's 1,249 federally insured credit unions made up 13 percent of the nation's total and accounted for almost 24 percent of the nation's credit union assets.

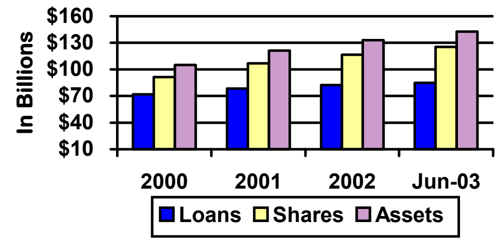
This report is divided into two sections: the first part discusses financial performance at mid-year 2003; the second part summarizes performance ratios for each Region VI state for the past 18 months and compares them to the region as a whole and to the nation.

Region VI Financial Highlights

During the first half of 2003:

- Assets increased at annualized rate of 14.6 percent to $142.6 billion.
- Shares and deposits grew at an annualized rate of 15.3 percent to $125.5 billion.
- Loans increased at an annualized rate of 6.0 percent to $84.8 billion.

The graph (above right) illustrates Region VI growth trends in these three key areas since 2000.



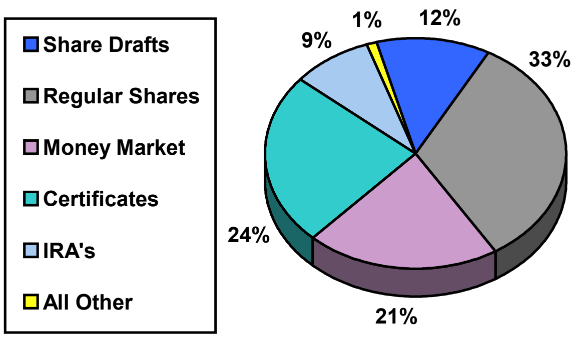
In other key areas:

- Investments increased at an annualized rate of almost 32 percent to $51.5 billion.
- Net worth increased almost 11.0 percent to $14.2 billion.
- Delinquent loans made up 0.62 percent of total loans, down from 0.67 at 2002 yearend. Net charge offs continued to increase, going from 0.55 percent to 0.63 percent of average loans.
- The annualized rate of return on average assets was 1.09 percent.

Shares and Deposits

Shares and deposits in Region VI credit unions increased 15.3 percent and totaled $125.5 billion at June 30. With the exception of non-member deposits, which fell about 9 percent, all savings types had positive growth during the first half of the year. The graph at the top of the next page shows the distribution of savings.

Share Distribution

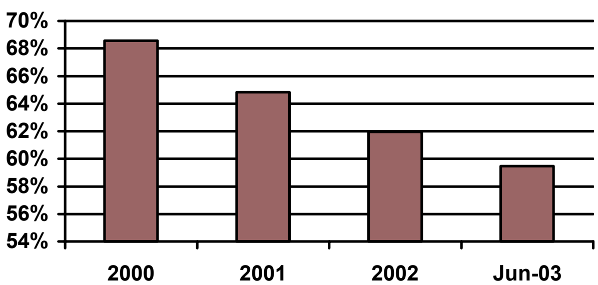


Share drafts increased 11 percent to $15.4 billion. Regular shares increased 10 percent to $41.3 billion. Money market accounts increased almost 11 percent to $26.2 billion, and IRAs were up almost 5 percent to $10.7 billion. Share certificates were up just over 1 percent to $30.4 billion.

Lending

Annualized loan growth was 6.0 percent in the first half of the year – up from 4.9 percent in 2002. As of June 30, loans totaled $84.8 billion and made up 59 percent of assets, compared to 62 percent in 2002 and 65 percent in 2001. Within the region, only Hawaii reported negative loan growth.

Total Loans to Total Assets



Real estate loans grew at an annualized rate of 9 percent. Fixed-rate, first-mortgage loans showed the most growth (over 19 percent annualized) and totaled $20.3 billion at June 30. Adjustable rate mortgages grew at an annualized rate of 8 percent and totaled $7.2 billion at mid-year. Nationally, credit unions reported similar trends.

For the first time since 1998, Region VI credit unions reported negative growth in home equity lines of credit (-0.4 percent annualized). Nationwide, home equity line of credit loans increased at an annualized rate of almost 9 percent. All other fixed and adjustable rate real estate loan types continued to have negative growth in Region VI (-17 percent) and nationally (-6 percent).

There is tremendous variation between individual Region VI states in the growth and decline of real estate loan products. For example, Alaska and Hawaii reported negative loan growth in both fixed and adjustable first mortgage loans. See the financial ratios section for more detailed information about each state.

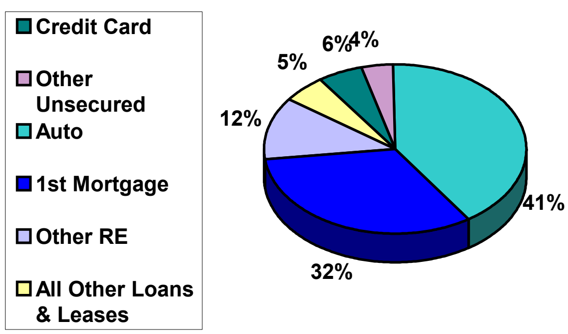
For the region as a whole, loans secured by real estate made up 44.3 percent of total loans. Nationally, real estate loans comprise 43.7 percent of total loans.

Auto loan growth was 7.3 percent (annualized) through June, up from 5.2 percent last year. Auto loans totaled $34.8 billion at yearend. Except for Hawaii, each Region VI state reported positive growth in auto loans.

Region VI credit unions reported negative growth (-11 percent) in unsecured loans.

Nationally, credit unions reported similar trends: increased growth in auto loans and negative growth in unsecured loans. The chart below depicts the distribution of loan portfolios in Region VI credit unions at June 30.

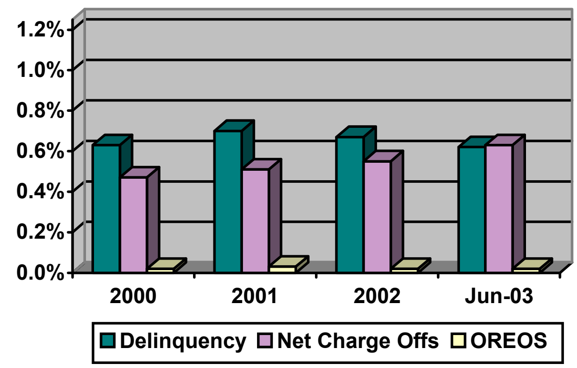
Loan Portfolio Distribution



Delinquency, Net Charge Offs, and OREOs

Overall, Region VI credit unions continue to do a good job managing loan risk. The ratio of delinquent loans to total loans declined from 0.67 percent to 0.62 percent during the first half of 2003. For the third consecutive year, the region's net loan loss ratio increased and went from 0.55 percent to 0.63 percent in the 6-month period ended June 30. Nationally, credit unions reported similar trends: delinquency declined from 0.79 percent to 0.74 percent, while net charge offs increased from 0.51 percent to 0.55 percent.

The amount of other real estate owned (OREO) reported by Region VI credit unions increased slightly in the first half (about 1 percent annualized) to $30.1 million. Nationally, OREOs increased at an annualized rate of about 30 percent to $112 million. The following graph illustrates Region VI trends in these three areas:



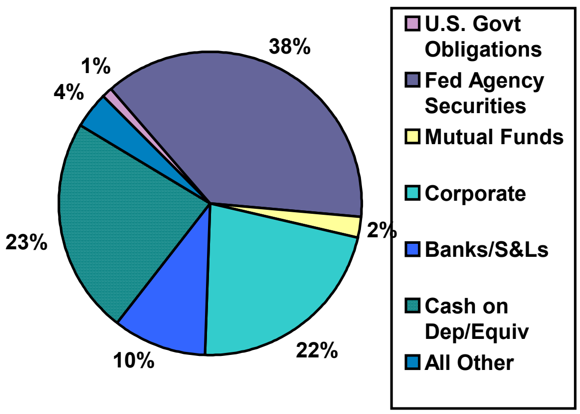
Credit unions in Region VI and nationwide are reporting increased losses from bankruptcy this year. Region VI credit unions are on pace to charge off more than $198 million loans due to bankruptcy this year, compared to $187 million last year. Nationally, projected losses due to bankruptcy in 2003 total almost $827 million. In Region VI, loans charged off due to bankruptcy made up over 33 percent of total loan losses, compared to almost 37 percent nationwide. The table below shows the number of members filing bankruptcy since 1999.

Year	Nationwide	Region VI
2000	191,880	45,367
2001	226,144	54,523
2002	240,458	53,674
Jun 03	143,168	34,019

Investments

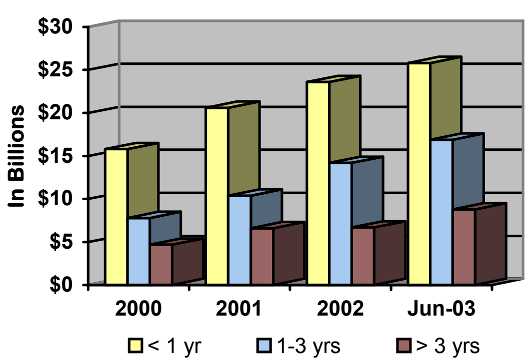
Investments increased at an annualized rate of almost 32 percent during the first 6 months of 2003 in Region VI and nationally. Region VI credit unions reported total investments of $51.5 billion at midyear, up from $44.5 billion at the end of 2002. Investments now comprise 36 percent of Region VI credit union assets. The following graph illustrates the distribution of investment holdings.

Investment Portfolio Distribution



The majority of Region VI credit union investments remain short term. Over 50 percent of investments mature or re-price in less than 1 year. Another 33 percent mature or re-price in less than 3 years. The graph below shows the maturity/re-pricing distribution.

Investment Maturity/Repricing Distribution



Liquidity-Asset/Liability Management

As of June 30, Region VI credit unions held 18.87 percent of total assets ($27 billion) in cash and short-term investments – up from 18.67 at 2002 yearend. Decline in the loans-to-shares ratio (from 70.64 percent to 67.59 percent) also indicated increased liquidity.

Net long-term assets increased about $3.5 billion during the first half and made up 25.8 percent of total assets. Most of the growth (62 percent) was in investments with maturities greater than 3 years. Real estate loans with maturities greater than 5 years accounted for 31 percent of the growth.

Earnings Trends

As of June 30, Region VI credit unions reported an annualized return on average assets of 1.09 percent. Gross income fell to 6.29 percent as interest rates continued to decline.

During the first half of the year, yield on average loans dropped from 7.5 percent to 6.97 percent. Yield on average investments declined from 3.54 percent to 2.81 percent. Credit unions reduced cost of funds from 2.22 percent to 1.72 percent. Net operating expenses dropped to 2.48 percent from 2.56 percent. The provision for loan and lease losses expense dropped slightly from 0.36 percent to 0.35 percent of average assets. The following table summarizes earnings performance for Region VI credit unions since 2000.

*	2000	2001	2002	Jun 03

Fee Income	**0.63**	**0.67**	**0.67**	**0.67**
Gross Income	**8.28**	**7.98**	**6.91**	**6.29**
Cost of Funds	**3.60**	**3.42**	**2.22**	**1.72**
Net Margin	**4.68**	**4.56**	**4.69**	**4.57**
Operating Expenses	**3.34**	**3.30**	**3.23**	**3.19**
Provision for Loan Losses Expense	**0.36**	**0.38**	**0.36**	**0.35**
Return on Average Assets	**0.99**	**0.95**	**1.14**	**1.09**

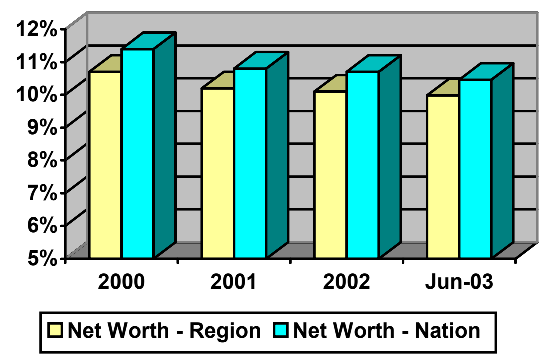
All ratios are rounded and expressed as a percentage of average assets. June 2003 ratios are annualized.

Credit unions nationwide reported similar performance. The national annualized return on average assets was 1.04 percent, down from 1.07 percent at the end of 2002. Nationally, credit unions reported gross income of 6.26 percent, down from 6.94 percent last year. Cost of funds was 1.77, down from 2.29 percent in 2002. And net operating expenses dropped to 2.45 percent, down from 2.57 percent last year.

Net Worth

Region VI credit unions reported annualized net worth growth of 10.8 percent during the first half of the year. Assets grew at an annualized rate of 14.6 percent, however. As a result, the region's overall net worth ratio dropped from 10.14 percent to 9.96 percent. Within the region, only Alaska and Washington reported increased net worth ratios at mid-2003.

The net worth ratio for credit unions nationwide declined from 10.71 percent to 10.46 percent. The following graph compares Region VI and national net worth trends since 2000.



Problem Credit Unions

As of June 30, 2003, 20 of the region's federally insured credit unions were classified as problem cases and assigned a CAMEL 4 or 5 – down from 22 at the end of 2002. The table below summarizes trends in this area since 2000.

Year	Problem Cases
2000	18
2001	16
2002	22
Jun 03	20

The Region VI operating plan for 2003 established the following goals:

1. Resolve CAMEL code 4 cases within 12 months and CAMEL code 5 cases within 6 months.
2. Limit credit unions assigned code 4 for longer than 6 months to no more than 1.1 percent of active credit unions.
3. Limit credit unions assigned code 4 longer than 24 months to no more than 0.45 percent of active credit unions.

As of June 30, the region was meeting the three goals.

Prompt Corrective Action

As of June 30, 13 Region VI credit unions reported net worth less than 6 percent. Of the 13:

- ♦ 9 have net worth restoration plans or new credit union business plans in place;
- ♦ 3 are newly classified as undercapitalized and are merging or plan to merge; and
- ♦ 1 is newly classified as undercapitalized and needs to develop an acceptable net worth restoration plan by mid-September 2003.

An additional 15 credit unions in Region VI have approved net worth restoration plans or new credit union business plans in place and reported net worth greater than 6 percent as of June 30, 2003.

The table below summarizes the net worth classification of the 13 credit unions currently reporting net worth less than 6 percent and compares it to our status at the end of 2002.

Category	Jun 03	2002
Non-new credit unions		
Undercapitalized (4.0 to 5.99 percent)	7	10
Significantly undercapitalized (2.0 to 3.99 percent)	2	3
Critically undercapitalized (less than 2.0 percent)	1	1
New credit unions		
Moderately capitalized (3.5 to 5.99 percent)	1	2
Minimally capitalized (0 to 1.99 percent)	2	1
Total	13	17

Field of Membership Activity and the Small Credit Union Program

The pace of field of membership activity increased during the first half of 2003. Much of the increase was attributable to the NCUA Board's approval of IRPS 03-1, which allows credit unions to add occupational and associational groups of up to 3,000 potential members via the internet. It also streamlined the process for approving conversions to community charter and community charter expansions. With the changes, select group additions increased 30 percent; community conversions and expansions are up 100 percent over last year's levels.

Chartering Activity

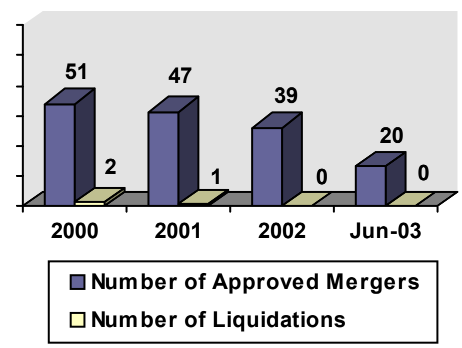
The table below summarizes chartering activity through the first half of 2003.

	Number Approved
Charter amendments (SEG additions and housekeeping actions)	964
Mergers	20
Liquidations	0
Purchase & Assumptions	0
Conversions:	
From state to federal charter	5
From federal to state charter	1
To community charter	16
To private insurance	0
To mutual savings bank	1
Underserved area additions	16

Mergers

The number of mergers increased slightly from 2002 levels; the level of assets held by the merging credit unions was significantly higher. Through June 30, the region approved 20 mergers compared to 18 during the same time last year. In 2003, the merging credit unions totaled $608 million in assets, compared to $117 million this time last year. Most of the credit unions cited the desire to improve member service as the primary reason for merging. Three mergers were classified as emergency mergers.

As noted in the chart on the left, there were no liquidations. The graph below illustrates merger and liquidation trends since 2000:

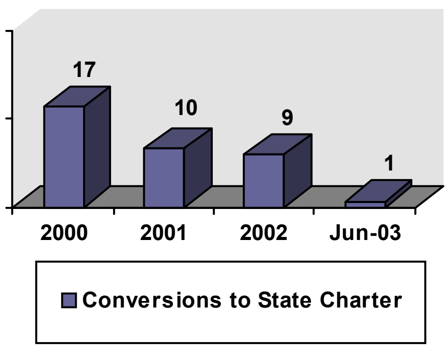


Conversions to Federal Charter

Five Utah state-chartered credit unions with total assets of $4.3 billion converted to federal charter during the first half of the year. They cited state field of membership restrictions and a perceived anti-credit union environment as the reasons for converting. At mid-year, one other Utah state credit union with assets of $48.2 million and one Washington state credit union with assets of $21.3 million were in the process of converting to federal charter.

Conversions to State Charter

The number of federal credit unions converting to state charter continued to decline. As of June 30, one California federal credit union with assets of $49.5 million converted to state charter. One other federal credit union is in the process of converting to California charter. The flexibility and potential size of the state fields of membership are the main reasons cited for converting. The graph below illustrates the trend in this area the past few years.



Conversions to Mutual Savings Bank

As of June 30, one Washington state credit union had converted to a mutual savings bank. Two other Washington credit unions are in the process of converting.

Underserved Area Additions

Through June, 12 credit unions added 16 underserved areas with 2.2 million potential members. During the same period last year, the region added 18 underserved areas with less than 1 million potential members. Another 11 credit unions are in the process of adding 11 underserved areas with 1.7 million potential members.

Small Credit Union Workshops

Region VI will sponsor a series of workshops for small credit unions again this year. The region anticipates a total of over 300 participants will attend the workshops in California, Hawaii, Oregon, and Utah. Topics vary and are designed to meet the needs of the participants and local areas.

Community Development Financial Institution (CDFI)

During small credit union workshops and contacts, the region provides guidance on CDFI certification and funding. Region VI currently has 32 certified CDFI credit unions. Nine of the credit unions applied for a grant or assistance from CDFI to support community development activities. CDFI will announce grant awards later this year.

Economic Outlook

Many states struggled with budget crises in the first part of 2003, but problems were especially bad in the West, where 12th District states account for about 50 percent of the estimated cumulative state budget shortfalls in 2003 and 2004. The Federal Reserve Bank of San Francisco indicates that while the economic impact of the budget problems is unclear, there are real costs.[1] State and local government furloughs, salary cuts, and program reductions put additional strain on the West's economy, which was characterized as "sluggish."[2]

[1] Source: *Western Economic Developments*, March 2003, Federal Reserve Bank of San Francisco.
[2] Source: *The Beige Book*, July 2003, Federal Reserve Board.

After peaking in early 2003, growth in non-farm employment took a turn for the worse in the West. For the first 4 to 5 months of 2003, there were slight job losses on net, although Nevada and Utah had modest expansion. The anemic job market helped keep unemployment rates here higher than those in the rest of the country.[3]

An ample supply of labor, relative to demand, limited increases in wages. But non-wage labor costs, such as health insurance benefits and workers' compensation, reportedly restrained overall hiring and prompted more use of part-time help.

Retailers reported flat sales. Discount stores performed better than department stores, although profitability was challenged for all types of retailers.

Automobile dealers reported some improvement in sales in June, but a slowing of sales in July. With the exception of Hawaii, where an increase in domestic tourism offset the decline in foreign tourism, travel and tourism remained sluggish throughout the West.

The information technology sector was up and down, but the outlook is reportedly improving. The outlook for another important sector, the aerospace industry, was mixed. Increased federal spending on defense and homeland security boosted demand for noncommercial jets and other systems, but declining passenger air traffic and foreign competition depressed demand for commercial jets.

Residential real estate remained one of the strongest sectors of the western economy, as low interest rates sustained strong demand for residential mortgage loans. Home sales, home prices, and new home construction continued at a rapid pace in most areas, particularly in Hawaii and parts of Southern California. In the San Francisco Bay Area and some other areas, home price appreciation softened. The commercial real estate market remained weak throughout the West.

Economy.com[4] predicts the West will rebound before the nation's other three broad regions due to rising defense spending, improvements in demand for information technology components, and stable demand for entertainment and consumer services. Turnarounds will vary widely by state, however. Alaska's short-term outlook for tourism and health services is good, but high business costs, low industrial diversity, and dwindling oil reserves will have longer-term negative consequences. Job growth is expected to accelerate in California by the end of 2003, but economic recovery will be hindered by weaknesses in certain sectors, as well as the state's fiscal problems. Hawaii is expected to perform well this year, with continued high levels of domestic tourism. Long-term, the state is constrained by its isolation and its heavy dependence on tourism. Idaho's economy is currently better than other western states. Its high-tech sector is expected to recover in the near future, and its low business costs, favorable demographics, and reliable energy sources are long-term strengths. Montana's economy, which is in relatively good shape, has been slowing in recent months. State budget cuts and declines in the manufacturing industry remain a drain on growth. Attractive living and business costs, along with a high quality of life, are expected to draw residents and businesses to the state. Nevada's economy is expanding at an accelerating pace due to tourism. Oregon is poised

[3] Source: *Western Economic Developments*, June 2003, Federal Reserve Bank of San Francisco.

[4] Source: *Précis* – State reports from Economy.com.

for employment growth when national corporate spending improves, but its payrolls haven't yet rebounded. Employment growth is expected to improve in Utah in 2003. Washington's economy is flat, and problems at Boeing will continue to weigh on it. However, growth there is expected to pick up in the second half of the year. Wyoming's near-term outlook is average. Increased demand for its natural resources will help maintain its mining industry. But aside from mining, the state's prospects appear limited.

Summary

Region VI credit unions continued to report strong financial performance through the first half of 2003. Shares, assets, and loans all had positive growth. Loan quality remains sound, although the loan loss ratio increased for the third consecutive year. Lower interest rates resulted in lower gross income than in past years, but reductions in operating expense levels and cost of funds, along with lower loan loss expenses, resulted in strong net income.

In general, economic conditions remain weak during the first 6 months of 2003, but were showing signs of improvement by mid-year.

SELECT RATIOS JUNE 30, 2003	AK	CA	HI	ID	MT	NV	OR	UT	WA	WY	REGION VI 06/03	REGION VI 12/02	NATION 06/03	NATION 12/02
NET WORTH	8.66%	10.02%	11.24%	9.87%	10.56%	9.65%	9.42%	9.83%	9.77%	10.32%	9.96%	10.14%	10.46%	10.71%
LOANS TO ASSETS	50.96%	58.30%	41.72%	65.06%	63.99%	62.76%	66.66%	71.23%	60.92%	63.88%	59.48%	61.95%	59.04%	61.51%
NET LONG-TERM ASSETS TO ASSETS	8.53%	27.68%	22.13%	21.10%	20.91%	27.05%	21.53%	22.60%	26.36%	15.49%	25.75%	24.97%	23.69%	22.92%
REAL ESTATE LOANS TO LOANS	26.24%	47.09%	43.67%	29.92%	41.40%	40.33%	43.18%	35.71%	43.92%	23.74%	44.26%	43.59%	43.72%	42.93%
DELINQUENT LOANS TO LOANS	0.61%	0.56%	1.19%	0.74%	1.04%	0.72%	0.57%	0.81%	0.56%	0.84%	0.62%	0.67%	0.74%	0.79%
DELINQUENT RE LOANS (30+ days) TO LOANS	0.22%	0.17%	0.27%	0.12%	0.46%	0.59%	0.21%	0.48%	0.35%	0.20%	0.23%	0.30%	0.35%	0.39%
NET LOAN LOSSES TO AVERAGE LOANS*	0.38%	0.62%	0.57%	0.38%	0.49%	0.79%	0.55%	0.78%	0.68%	0.39%	0.63%	0.55%	0.55%	0.51%
LOAN LOSSES DUE TO BANKRUPTCY*	28.33%	27.21%	31.40%	46.17%	33.34%	31.99%	46.15%	46.99%	46.50%	42.74%	33.35%	36.81%	36.83%	39.15%
GROSS INCOME TO AVERAGE ASSETS*	6.78%	6.16%	5.30%	6.57%	6.19%	6.87%	6.49%	7.07%	6.53%	6.73%	6.29%	6.91%	6.26%	6.94%
COST OF FUNDS TO AVERAGE ASSETS*	1.58%	1.74%	1.52%	1.78%	1.81%	1.56%	1.59%	2.02%	1.68%	1.65%	1.72%	2.22%	1.77%	2.29%
NET OPERATING EXPENSES TO AVERAGE ASSETS*	3.11%	2.35%	2.31%	2.58%	2.48%	2.82%	2.78%	2.36%	2.80%	3.06%	2.48%	2.56%	2.45%	2.57%
RETURN ON AVERAGE ASSETS*	1.11%	1.11%	1.02%	1.24%	1.11%	1.09%	1.16%	0.89%	1.03%	1.05%	1.09%	1.14%	1.04%	1.07%
NET WORTH GROWTH*	13.29%	11.14%	9.14%	13.53%	10.50%	11.40%	12.45%	8.97%	9.15%	10.86%	10.83%	9.64%	10.02%	9.85%
SHARE GROWTH*	11.19%	16.18%	14.40%	14.15%	14.59%	14.23%	16.05%	21.39%	9.85%	16.13%	15.32%	9.38%	15.27%	10.77%
ASSET GROWTH*	12.30%	15.54%	14.15%	14.40%	14.74%	14.48%	14.35%	19.66%	8.79%	16.09%	14.60%	9.77%	15.13%	11.07%
LOAN GROWTH*	8.79%	6.88%	-3.80%	9.35%	8.44%	3.27%	7.08%	9.83%	1.63%	3.26%	6.03%	4.89%	6.50%	6.26%
UNSECURED LOAN GROWTH*	-4.38%	-10.75%	-5.70%	-11.83%	-3.25%	-26.77%	-8.53%	-10.15%	-13.61%	-9.17%	-10.94%	-5.39%	-8.36%	-1.85%
AUTO LOAN GROWTH*	20.38%	6.32%	-0.13%	9.43%	5.72%	4.43%	7.07%	15.90%	5.76%	6.87%	7.27%	5.18%	7.33%	4.75%
1ST MORTGAGE LOAN GROWTH - FIXED-RATE*	-10.95%	18.75%	-1.35%	29.71%	16.20%	4.55%	24.84%	23.77%	27.34%	10.69%	19.17%	10.36%	15.94%	13.24%
ADJ. RATE MORTGAGE LOAN GROWTH*	-11.35%	12.86%	-2.24%	172.18%	47.72%	65.58%	14.17%	2.04%	-11.07%	-1.28%	8.22%	20.35%	9.78%	12.22%
HOME EQUITY LINE OF CREDIT LOAN GROWTH*	37.29%	0.25%	-14.73%	-6.07%	-12.68%	8.00%	-2.66%	-11.89%	7.97%	15.15%	-0.41%	7.54%	8.71%	17.92%
OTHER REAL ESTATE LOAN GROWTH*	-13.60%	-16.21%	-6.28%	-30.96%	-3.41%	-30.82%	-8.68%	-17.05%	-26.10%	-23.52%	-17.36%	-4.69%	-5.65%	1.35%
INVESTMENT GROWTH*	17.02%	32.03%	30.00%	26.37%	29.60%	43.95%	35.57%	67.78%	22.30%	40.44%	31.81%	18.62%	31.67%	19.23%

*annualized

June 30, 2003 SELECT RATIOS	06/03	12/02	06/03	12/02	06/03	12/02
	ALASKA		REGION VI		NATION	
NET WORTH	8.66%	8.62%	9.96%	10.14%	10.46%	10.71%
LOANS TO ASSETS	50.96%	51.82%	59.48%	61.95%	59.04%	61.51%
NET LONG-TERM ASSETS TO ASSETS	8.53%	14.34%	25.75%	24.97%	23.69%	22.92%
REAL ESTATE LOANS TO LOANS	26.24%	28.36%	44.26%	43.59%	43.72%	42.93%
DELINQUENT LOANS TO LOANS	0.61%	0.49%	0.62%	0.67%	0.74%	0.79%
DELINQUENT RE LOANS (30+ days) TO LOANS	0.22%	0.21%	0.23%	0.30%	0.35%	0.39%
NET LOAN LOSSES TO AVERAGE LOANS*	0.38%	0.33%	0.63%	0.55%	0.55%	0.51%
LOAN LOSSES DUE TO BANKRUPTCY*	28.33%	32.22%	33.35%	36.81%	36.83%	39.15%
GROSS INCOME TO AVERAGE ASSETS*	6.78%	7.30%	6.29%	6.91%	6.26%	6.94%
COST OF FUNDS TO AVERAGE ASSETS*	1.58%	1.94%	1.72%	2.22%	1.77%	2.29%
NET OPERATING EXPENSES TO AVERAGE ASSETS*	3.11%	3.23%	2.48%	2.56%	2.45%	2.57%
RETURN ON AVERAGE ASSETS*	1.11%	1.08%	1.09%	1.14%	1.04%	1.07%
NET WORTH GROWTH*	13.29%	13.43%	10.83%	9.64%	10.02%	9.85%
SHARE GROWTH*	11.19%	10.76%	15.32%	9.38%	15.27%	10.77%
ASSET GROWTH*	12.30%	10.83%	14.60%	9.77%	15.13%	11.07%
LOAN GROWTH*	8.79%	1.77%	6.03%	4.89%	6.50%	6.26%
UNSECURED LOAN GROWTH*	-4.38%	-3.63%	-10.94%	-5.39%	-8.36%	-1.85%
AUTO LOAN GROWTH*	20.38%	13.91%	7.27%	5.18%	7.33%	4.75%
1ST MORTGAGE LOAN GROWTH - FIXED RATE*	-10.95%	-1.92%	19.17%	10.36%	15.94%	13.24%
ADJ. RATE MORTGAGE LOAN GROWTH*	-11.35%	203.08%	8.22%	20.35%	9.78%	12.22%
HOME EQUITY LINE OF CREDIT LOAN GROWTH*	37.29%	87.69%	-0.41%	7.54%	8.71%	17.92%
OTHER REAL ESTATE LOAN GROWTH*	-13.60%	-10.74%	-17.36%	-4.69%	-5.65%	1.35%
INVESTMENT GROWTH*	17.02%	14.22%	31.81%	18.62%	31.67%	19.23%

*annualized

June 30, 2003 *SELECT RATIOS*	*06/03*	*12/02*	*06/03*	*12/02*	*06/03*	*12/02*
	CALIFORNIA		*REGION VI*		*NATION*	
NET WORTH	*10.02%*	*10.23%*	*9.96%*	*10.14%*	*10.46%*	*10.71%*
LOANS TO ASSETS	*58.30%*	*60.74%*	*59.48%*	*61.95%*	*59.04%*	*61.51%*
NET LONG-TERM ASSETS TO ASSETS	*27.68%*	*26.65%*	*25.75%*	*24.97%*	*23.69%*	*22.92%*
REAL ESTATE LOANS TO LOANS	*47.09%*	*46.17%*	*44.26%*	*43.59%*	*43.72%*	*42.93%*
DELINQUENT LOANS TO LOANS	*0.56%*	*0.62%*	*0.62%*	*0.67%*	*0.74%*	*0.79%*
DELINQUENT RE LOANS (30+ days) TO LOANS	*0.17%*	*0.22%*	*0.23%*	*0.30%*	*0.35%*	*0.39%*
*NET LOAN LOSSES TO AVERAGE LOANS**	*0.62%*	*0.54%*	*0.63%*	*0.55%*	*0.55%*	*0.51%*
*LOAN LOSSES DUE TO BANKRUPTCY**	*27.21%*	*29.84%*	*33.35%*	*36.81%*	*36.83%*	*39.15%*
*GROSS INCOME TO AVERAGE ASSETS**	*6.16%*	*6.77%*	*6.29%*	*6.91%*	*6.26%*	*6.94%*
*COST OF FUNDS TO AVERAGE ASSETS**	*1.74%*	*2.22%*	*1.72%*	*2.22%*	*1.77%*	*2.29%*
*NET OPERATING EXPENSES TO AVERAGE ASSETS**	*2.35%*	*2.43%*	*2.48%*	*2.56%*	*2.45%*	*2.57%*
*RETURN ON AVERAGE ASSETS**	*1.11%*	*1.19%*	*1.09%*	*1.14%*	*1.04%*	*1.07%*
*NET WORTH GROWTH**	*11.14%*	*8.70%*	*10.83%*	*9.64%*	*10.02%*	*9.85%*
*SHARE GROWTH**	*16.18%*	*8.36%*	*15.32%*	*9.38%*	*15.27%*	*10.77%*
*ASSET GROWTH**	*15.54%*	*8.72%*	*14.60%*	*9.77%*	*15.13%*	*11.07%*
*LOAN GROWTH**	*6.88%*	*3.44%*	*6.03%*	*4.89%*	*6.50%*	*6.26%*
*UNSECURED LOAN GROWTH**	*-10.75%*	*-7.27%*	*-10.94%*	*-5.39%*	*-8.36%*	*-1.85%*
*AUTO LOAN GROWTH**	*6.32%*	*3.30%*	*7.27%*	*5.18%*	*7.33%*	*4.75%*
*1ST MORTGAGE LOAN GROWTH - FIXED RATE**	*18.75%*	*7.98%*	*19.17%*	*10.36%*	*15.94%*	*13.24%*
*ADJ. RATE MORTGAGE LOAN GROWTH**	*12.86%*	*12.59%*	*8.22%*	*20.35%*	*9.78%*	*12.22%*
*HOME EQUITY LINE OF CREDIT LOAN GROWTH**	*0.25%*	*7.52%*	*-0.41%*	*7.54%*	*8.71%*	*17.92%*
*OTHER REAL ESTATE LOAN GROWTH**	*-16.21%*	*-2.98%*	*-17.36%*	*-4.69%*	*-5.65%*	*1.35%*
*INVESTMENT GROWTH**	*32.03%*	*18.44%*	*31.81%*	*18.62%*	*31.67%*	*19.23%*

**annualized*

June 30, 2003 SELECT RATIOS	06/03	12/02	06/03	12/02	06/03	12/02
	HAWAII		REGION VI		NATION	
NET WORTH	11.24%	11.51%	9.96%	10.14%	10.46%	10.71%
LOANS TO ASSETS	41.72%	45.54%	59.48%	61.95%	59.04%	61.51%
NET LONG-TERM ASSETS TO ASSETS	22.13%	22.39%	25.75%	24.97%	23.69%	22.92%
REAL ESTATE LOANS TO LOANS	43.67%	43.63%	44.26%	43.59%	43.72%	42.93%
DELINQUENT LOANS TO LOANS	1.19%	1.12%	0.62%	0.67%	0.74%	0.79%
DELINQUENT RE LOANS (30+ days) TO LOANS	0.27%	0.34%	0.23%	0.30%	0.35%	0.39%
NET LOAN LOSSES TO AVERAGE LOANS*	0.57%	0.53%	0.63%	0.55%	0.55%	0.51%
LOAN LOSSES DUE TO BANKRUPTCY*	31.40%	39.79%	33.35%	36.81%	36.83%	39.15%
GROSS INCOME TO AVERAGE ASSETS*	5.30%	5.91%	6.29%	6.91%	6.26%	6.94%
COST OF FUNDS TO AVERAGE ASSETS*	1.52%	2.17%	1.72%	2.22%	1.77%	2.29%
NET OPERATING EXPENSES TO AVERAGE ASSETS*	2.31%	2.48%	2.48%	2.56%	2.45%	2.57%
RETURN ON AVERAGE ASSETS*	1.02%	0.80%	1.09%	1.14%	1.04%	1.07%
NET WORTH GROWTH*	9.14%	7.04%	10.83%	9.64%	10.02%	9.85%
SHARE GROWTH*	14.40%	15.06%	15.32%	9.38%	15.27%	10.77%
ASSET GROWTH*	14.15%	14.13%	14.60%	9.77%	15.13%	11.07%
LOAN GROWTH*	-3.80%	5.35%	6.03%	4.89%	6.50%	6.26%
UNSECURED LOAN GROWTH*	-5.70%	1.06%	-10.94%	-5.39%	-8.36%	-1.85%
AUTO LOAN GROWTH*	-0.13%	9.58%	7.27%	5.18%	7.33%	4.75%
1ST MORTGAGE LOAN GROWTH - FIXED RATE*	-1.35%	15.28%	19.17%	10.36%	15.94%	13.24%
ADJ. RATE MORTGAGE LOAN GROWTH*	-2.24%	4.47%	8.22%	20.35%	9.78%	12.22%
HOME EQUITY LINE OF CREDIT LOAN GROWTH*	-14.73%	-1.66%	-0.41%	7.54%	8.71%	17.92%
OTHER REAL ESTATE LOAN GROWTH*	-6.28%	-11.66%	-17.36%	-4.69%	-5.65%	1.35%
INVESTMENT GROWTH*	30.00%	22.45%	31.81%	18.62%	31.67%	19.23%

*annualized

June 30, 2003 *SELECT RATIOS*	*06/03*	*12/02*	*06/03*	*12/02*	*06/03*	*12/02*
	IDAHO		*REGION VI*		*NATION*	
NET WORTH	*9.87%*	*9.91%*	*9.96%*	*10.14%*	*10.46%*	*10.71%*
LOANS TO ASSETS	*65.06%*	*66.63%*	*59.48%*	*61.95%*	*59.04%*	*61.51%*
NET LONG-TERM ASSETS TO ASSETS	*21.10%*	*19.62%*	*25.75%*	*24.97%*	*23.69%*	*22.92%*
REAL ESTATE LOANS TO LOANS	*29.92%*	*28.49%*	*44.26%*	*43.59%*	*43.72%*	*42.93%*
DELINQUENT LOANS TO LOANS	*0.74%*	*0.73%*	*0.62%*	*0.67%*	*0.74%*	*0.79%*
DELINQUENT RE LOANS (30+ days) TO LOANS	*0.12%*	*0.16%*	*0.23%*	*0.30%*	*0.35%*	*0.39%*
*NET LOAN LOSSES TO AVERAGE LOANS**	*0.38%*	*0.46%*	*0.63%*	*0.55%*	*0.55%*	*0.51%*
*LOAN LOSSES DUE TO BANKRUPTCY**	*46.17%*	*53.23%*	*33.35%*	*36.81%*	*36.83%*	*39.15%*
*GROSS INCOME TO AVERAGE ASSETS**	*6.57%*	*7.17%*	*6.29%*	*6.91%*	*6.26%*	*6.94%*
*COST OF FUNDS TO AVERAGE ASSETS**	*1.78%*	*2.30%*	*1.72%*	*2.22%*	*1.77%*	*2.29%*
*NET OPERATING EXPENSES TO AVERAGE ASSETS**	*2.58%*	*2.65%*	*2.48%*	*2.56%*	*2.45%*	*2.57%*
*RETURN ON AVERAGE ASSETS**	*1.24%*	*1.23%*	*1.09%*	*1.14%*	*1.04%*	*1.07%*
*NET WORTH GROWTH**	*13.53%*	*13.26%*	*10.83%*	*9.64%*	*10.02%*	*9.85%*
*SHARE GROWTH**	*14.15%*	*9.71%*	*15.32%*	*9.38%*	*15.27%*	*10.77%*
*ASSET GROWTH**	*14.40%*	*9.88%*	*14.60%*	*9.77%*	*15.13%*	*11.07%*
*LOAN GROWTH**	*9.35%*	*8.34%*	*6.03%*	*4.89%*	*6.50%*	*6.26%*
*UNSECURED LOAN GROWTH**	*-11.83%*	*-1.84%*	*-10.94%*	*-5.39%*	*-8.36%*	*-1.85%*
*AUTO LOAN GROWTH**	*9.43%*	*7.16%*	*7.27%*	*5.18%*	*7.33%*	*4.75%*
*1ST MORTGAGE LOAN GROWTH - FIXED RATE**	*29.71%*	*28.80%*	*19.17%*	*10.36%*	*15.94%*	*13.24%*
*ADJ. RATE MORTGAGE LOAN GROWTH**	*172.18%*	*51.82%*	*8.22%*	*20.35%*	*9.78%*	*12.22%*
*HOME EQUITY LINE OF CREDIT LOAN GROWTH**	*-6.07%*	*23.59%*	*-0.41%*	*7.54%*	*8.71%*	*17.92%*
*OTHER REAL ESTATE LOAN GROWTH**	*-30.96%*	*-20.55%*	*-17.36%*	*-4.69%*	*-5.65%*	*1.35%*
*INVESTMENT GROWTH**	*26.37%*	*12.43%*	*31.81%*	*18.62%*	*31.67%*	*19.23%*

**annualized*

June 30, 2003 ***SELECT RATIOS***	***06/03*** MONTANA	***12/02***	***06/03*** REGION VI	***12/02***	***06/03*** NATION	***12/02***
NET WORTH	*10.56%*	*10.77%*	*9.96%*	*10.14%*	*10.46%*	*10.71%*
LOANS TO ASSETS	*63.99%*	*65.93%*	*59.48%*	*61.95%*	*59.04%*	*61.51%*
NET LONG-TERM ASSETS TO ASSETS	*20.91%*	*19.44%*	*25.75%*	*24.97%*	*23.69%*	*22.92%*
REAL ESTATE LOANS TO LOANS	*41.40%*	*40.09%*	*44.26%*	*43.59%*	*43.72%*	*42.93%*
DELINQUENT LOANS TO LOANS	*1.04%*	*1.17%*	*0.62%*	*0.67%*	*0.74%*	*0.79%*
DELINQUENT RE LOANS (30+ days) TO LOANS	*0.46%*	*0.51%*	*0.23%*	*0.30%*	*0.35%*	*0.39%*
*NET LOAN LOSSES TO AVERAGE LOANS**	*0.49%*	*0.46%*	*0.63%*	*0.55%*	*0.55%*	*0.51%*
*LOAN LOSSES DUE TO BANKRUPTCY**	*33.34%*	*41.60%*	*33.35%*	*36.81%*	*36.83%*	*39.15%*
*GROSS INCOME TO AVERAGE ASSETS**	*6.19%*	*6.87%*	*6.29%*	*6.91%*	*6.26%*	*6.94%*
*COST OF FUNDS TO AVERAGE ASSETS**	*1.81%*	*2.42%*	*1.72%*	*2.22%*	*1.77%*	*2.29%*
*NET OPERATING EXPENSES TO AVERAGE ASSETS**	*2.48%*	*2.58%*	*2.48%*	*2.56%*	*2.45%*	*2.57%*
*RETURN ON AVERAGE ASSETS**	*1.11%*	*1.04%*	*1.09%*	*1.14%*	*1.04%*	*1.07%*
*NET WORTH GROWTH**	*10.50%*	*10.10%*	*10.83%*	*9.64%*	*10.02%*	*9.85%*
*SHARE GROWTH**	*14.59%*	*11.54%*	*15.32%*	*9.38%*	*15.27%*	*10.77%*
*ASSET GROWTH**	*14.74%*	*11.30%*	*14.60%*	*9.77%*	*15.13%*	*11.07%*
*LOAN GROWTH**	*8.44%*	*5.19%*	*6.03%*	*4.89%*	*6.50%*	*6.26%*
UNSECURED LOAN GROWTH'*	*-3.25%*	*-6.64%*	*-10.94%*	*-5.39%*	*-8.36%*	*-1.85%*
*AUTO LOAN GROWTH**	*5.72%*	*3.17%*	*7.27%*	*5.18%*	*7.33%*	*4.75%*
*1ST MORTGAGE LOAN GROWTH - FIXED RATE**	*16.20%*	*12.34%*	*19.17%*	*10.36%*	*15.94%*	*13.24%*
*ADJ. RATE MORTGAGE LOAN GROWTH**	*47.72%*	*3.42%*	*8.22%*	*20.35%*	*9.78%*	*12.22%*
*HOME EQUITY LINE OF CREDIT LOAN GROWTH**	*-12.68%*	*0.30%*	*-0.41%*	*7.54%*	*8.71%*	*17.92%*
*OTHER REAL ESTATE LOAN GROWTH**	*-3.41%*	*-5.42%*	*-17.36%*	*-4.69%*	*-5.65%*	*1.35%*
*INVESTMENT GROWTH**	*29.60%*	*28.62%*	*31.81%*	*18.62%*	*31.67%*	*19.23%*

**annualized*

June 30, 2003	***06/03***	***12/02***	***06/03***	***12/02***	***06/03***	***12/02***
SELECT RATIOS	***NEVADA***		***REGION VI***		***NATION***	
NET WORTH	9.65%	9.79%	9.96%	10.14%	10.46%	10.71%
LOANS TO ASSETS	62.76%	66.22%	59.48%	61.95%	59.04%	61.51%
NET LONG-TERM ASSETS TO ASSETS	27.05%	26.72%	25.75%	24.97%	23.69%	22.92%
REAL ESTATE LOANS TO LOANS	40.33%	40.14%	44.26%	43.59%	43.72%	42.93%
DELINQUENT LOANS TO LOANS	0.72%	0.87%	0.62%	0.67%	0.74%	0.79%
DELINQUENT RE LOANS (30+ days) TO LOANS	0.59%	0.71%	0.23%	0.30%	0.35%	0.39%
*NET LOAN LOSSES TO AVERAGE LOANS**	0.79%	0.70%	0.63%	0.55%	0.55%	0.51%
*LOAN LOSSES DUE TO BANKRUPTCY**	31.99%	33.82%	33.35%	36.81%	36.83%	39.15%
*GROSS INCOME TO AVERAGE ASSETS**	6.87%	7.54%	6.29%	6.91%	6.26%	6.94%
*COST OF FUNDS TO AVERAGE ASSETS**	1.56%	2.06%	1.72%	2.22%	1.77%	2.29%
*NET OPERATING EXPENSES TO AVERAGE ASSETS**	2.82%	2.90%	2.48%	2.56%	2.45%	2.57%
*RETURN ON AVERAGE ASSETS**	1.09%	1.12%	1.09%	1.14%	1.04%	1.07%
*NET WORTH GROWTH**	11.40%	12.07%	10.83%	9.64%	10.02%	9.85%
*SHARE GROWTH**	14.23%	10.08%	15.32%	9.38%	15.27%	10.77%
*ASSET GROWTH**	14.48%	10.50%	14.60%	9.77%	15.13%	11.07%
*LOAN GROWTH**	3.27%	4.34%	6.03%	4.89%	6.50%	6.26%
*UNSECURED LOAN GROWTH**	-26.77%	-13.12%	-10.94%	-5.39%	-8.36%	-1.85%
*AUTO LOAN GROWTH**	4.43%	5.47%	7.27%	5.18%	7.33%	4.75%
*1ST MORTGAGE LOAN GROWTH - FIXED RATE**	4.55%	9.84%	19.17%	10.36%	15.94%	13.24%
*ADJ. RATE MORTGAGE LOAN GROWTH**	65.58%	-9.40%	8.22%	20.35%	9.78%	12.22%
*HOME EQUITY LINE OF CREDIT LOAN GROWTH**	8.00%	15.63%	-0.41%	7.54%	8.71%	17.92%
*OTHER REAL ESTATE LOAN GROWTH**	-30.82%	-11.46%	-17.36%	-4.69%	-5.65%	1.35%
*INVESTMENT GROWTH**	43.95%	27.65%	31.81%	18.62%	31.67%	19.23%

**annualized*

June 30, 2003 SELECT RATIOS	06/03	12/02	06/03	12/02	06/03	12/02
	OREGON		REGION VI		NATION	
NET WORTH	9.42%	9.50%	9.96%	10.14%	10.46%	10.71%
LOANS TO ASSETS	66.66%	69.00%	59.48%	61.95%	59.04%	61.51%
NET LONG-TERM ASSETS TO ASSETS	21.53%	20.27%	25.75%	24.97%	23.69%	22.92%
REAL ESTATE LOANS TO LOANS	43.18%	42.68%	44.26%	43.59%	43.72%	42.93%
DELINQUENT LOANS TO LOANS	0.57%	0.58%	0.62%	0.67%	0.74%	0.79%
DELINQUENT RE LOANS (30+ days) TO LOANS	0.21%	0.26%	0.23%	0.30%	0.35%	0.39%
NET LOAN LOSSES TO AVERAGE LOANS*	0.55%	0.53%	0.63%	0.55%	0.55%	0.51%
LOAN LOSSES DUE TO BANKRUPTCY*	46.15%	43.57%	33.35%	36.81%	36.83%	39.15%
GROSS INCOME TO AVERAGE ASSETS*	6.49%	7.11%	6.29%	6.91%	6.26%	6.94%
COST OF FUNDS TO AVERAGE ASSETS*	1.59%	2.07%	1.72%	2.22%	1.77%	2.29%
NET OPERATING EXPENSES TO AVERAGE ASSETS*	2.78%	2.88%	2.48%	2.56%	2.45%	2.57%
RETURN ON AVERAGE ASSETS*	1.16%	1.19%	1.09%	1.14%	1.04%	1.07%
NET WORTH GROWTH*	12.45%	13.30%	10.83%	9.64%	10.02%	9.85%
SHARE GROWTH*	16.05%	9.94%	15.32%	9.38%	15.27%	10.77%
ASSET GROWTH*	14.35%	12.25%	14.60%	9.77%	15.13%	11.07%
LOAN GROWTH*	7.08%	9.87%	6.03%	4.89%	6.50%	6.26%
UNSECURED LOAN GROWTH*	-8.53%	-1.92%	-10.94%	-5.39%	-8.36%	-1.85%
AUTO LOAN GROWTH*	7.07%	13.39%	7.27%	5.18%	7.33%	4.75%
1ST MORTGAGE LOAN GROWTH - FIXED RATE*	24.84%	17.11%	19.17%	10.36%	15.94%	13.24%
ADJ. RATE MORTGAGE LOAN GROWTH*	14.17%	33.78%	8.22%	20.35%	9.78%	12.22%
HOME EQUITY LINE OF CREDIT LOAN GROWTH*	-2.66%	3.01%	-0.41%	7.54%	8.71%	17.92%
OTHER REAL ESTATE LOAN GROWTH*	-8.68%	-2.80%	-17.36%	-4.69%	-5.65%	1.35%
INVESTMENT GROWTH*	35.57%	16.81%	31.81%	18.62%	31.67%	19.23%

*annualized

June 30, 2003 SELECT RATIOS	06/03	12/02	06/03	12/02	06/03	12/02
	UTAH		REGION VI		NATION	
NET WORTH	9.83%	10.33%	9.96%	10.14%	10.46%	10.71%
LOANS TO ASSETS	71.23%	74.57%	59.48%	61.95%	59.04%	61.51%
NET LONG-TERM ASSETS TO ASSETS	22.60%	23.62%	25.75%	24.97%	23.69%	22.92%
REAL ESTATE LOANS TO LOANS	35.71%	35.88%	44.26%	43.59%	43.72%	42.93%
DELINQUENT LOANS TO LOANS	0.81%	0.89%	0.62%	0.67%	0.74%	0.79%
DELINQUENT RE LOANS (30+ days) TO LOANS	0.48%	0.65%	0.23%	0.30%	0.35%	0.39%
NET LOAN LOSSES TO AVERAGE LOANS*	0.78%	0.54%	0.63%	0.55%	0.55%	0.51%
LOAN LOSSES DUE TO BANKRUPTCY*	46.99%	63.11%	33.35%	36.81%	36.83%	39.15%
GROSS INCOME TO AVERAGE ASSETS*	7.07%	7.71%	6.29%	6.91%	6.26%	6.94%
COST OF FUNDS TO AVERAGE ASSETS*	2.02%	2.50%	1.72%	2.22%	1.77%	2.29%
NET OPERATING EXPENSES TO AVERAGE ASSETS*	2.36%	2.59%	2.48%	2.56%	2.45%	2.57%
RETURN ON AVERAGE ASSETS*	0.89%	1.00%	1.09%	1.14%	1.04%	1.07%
NET WORTH GROWTH*	8.97%	10.09%	10.83%	9.64%	10.02%	9.85%
SHARE GROWTH*	21.39%	12.01%	15.32%	9.38%	15.27%	10.77%
ASSET GROWTH*	19.66%	12.23%	14.60%	9.77%	15.13%	11.07%
LOAN GROWTH*	9.83%	8.36%	6.03%	4.89%	6.50%	6.26%
UNSECURED LOAN GROWTH*	-10.15%	1.35%	-10.94%	-5.39%	-8.36%	-1.85%
AUTO LOAN GROWTH*	15.90%	10.62%	7.27%	5.18%	7.33%	4.75%
1ST MORTGAGE LOAN GROWTH - FIXED RATE*	23.77%	10.78%	19.17%	10.36%	15.94%	13.24%
ADJ. RATE MORTGAGE LOAN GROWTH*	2.04%	-2.27%	8.22%	20.35%	9.78%	12.22%
HOME EQUITY LINE OF CREDIT LOAN GROWTH*	-11.89%	-6.28%	-0.41%	7.54%	8.71%	17.92%
OTHER REAL ESTATE LOAN GROWTH*	-17.05%	12.93%	-17.36%	-4.69%	-5.65%	1.35%
INVESTMENT GROWTH*	67.78%	22.63%	31.81%	18.62%	31.67%	19.23%

*annualized

June 30, 2003 SELECT RATIOS	06/03 WASHINGTON	12/02	06/03 REGION VI	12/02	06/03 NATION	12/02
NET WORTH	9.77%	9.75%	9.96%	10.14%	10.46%	10.71%
LOANS TO ASSETS	60.92%	63.08%	59.48%	61.95%	59.04%	61.51%
NET LONG-TERM ASSETS TO ASSETS	26.36%	24.79%	25.75%	24.97%	23.69%	22.92%
REAL ESTATE LOANS TO LOANS	43.92%	43.34%	44.26%	43.59%	43.72%	42.93%
DELINQUENT LOANS TO LOANS	0.56%	0.64%	0.62%	0.67%	0.74%	0.79%
DELINQUENT RE LOANS (30+ days) TO LOANS	0.35%	0.41%	0.23%	0.30%	0.35%	0.39%
NET LOAN LOSSES TO AVERAGE LOANS*	0.68%	0.63%	0.63%	0.55%	0.55%	0.51%
LOAN LOSSES DUE TO BANKRUPTCY*	46.50%	48.45%	33.35%	36.81%	36.83%	39.15%
GROSS INCOME TO AVERAGE ASSETS*	6.53%	7.16%	6.29%	6.91%	6.26%	6.94%
COST OF FUNDS TO AVERAGE ASSETS*	1.68%	2.22%	1.72%	2.22%	1.77%	2.29%
NET OPERATING EXPENSES TO AVERAGE ASSETS*	2.80%	2.80%	2.48%	2.56%	2.45%	2.57%
RETURN ON AVERAGE ASSETS*	1.03%	1.09%	1.09%	1.14%	1.04%	1.07%
NET WORTH GROWTH*	9.15%	11.82%	10.83%	9.64%	10.02%	9.85%
SHARE GROWTH*	9.85%	10.82%	15.32%	9.38%	15.27%	10.77%
ASSET GROWTH*	8.79%	10.83%	14.60%	9.77%	15.13%	11.07%
LOAN GROWTH*	1.63%	6.88%	6.03%	4.89%	6.50%	6.26%
UNSECURED LOAN GROWTH*	-13.61%	-4.74%	-10.94%	-5.39%	-8.36%	-1.85%
AUTO LOAN GROWTH*	5.76%	2.88%	7.27%	5.18%	7.33%	4.75%
1ST MORTGAGE LOAN GROWTH - FIXED RATE*	27.34%	21.11%	19.17%	10.36%	15.94%	13.24%
ADJ. RATE MORTGAGE LOAN GROWTH*	-11.07%	42.07%	8.22%	20.35%	9.78%	12.22%
HOME EQUITY LINE OF CREDIT LOAN GROWTH*	7.97%	20.00%	-0.41%	7.54%	8.71%	17.92%
OTHER REAL ESTATE LOAN GROWTH*	-26.10%	-12.32%	-17.36%	-4.69%	-5.65%	1.35%
INVESTMENT GROWTH*	22.30%	18.36%	31.81%	18.62%	31.67%	19.23%

*annualized

June 30, 2003 *SELECT RATIOS*	06/03	12/02	06/03	12/02	06/03	12/02
	WYOMING		REGION VI		NATION	
NET WORTH	10.32%	10.58%	9.96%	10.14%	10.46%	10.71%
LOANS TO ASSETS	63.88%	67.91%	59.48%	61.95%	59.04%	61.51%
NET LONG-TERM ASSETS TO ASSETS	15.49%	15.65%	25.75%	24.97%	23.69%	22.92%
REAL ESTATE LOANS TO LOANS	23.74%	23.51%	44.26%	43.59%	43.72%	42.93%
DELINQUENT LOANS TO LOANS	0.84%	0.88%	0.62%	0.67%	0.74%	0.79%
DELINQUENT RE LOANS (30+ days) TO LOANS	0.20%	0.29%	0.23%	0.30%	0.35%	0.39%
NET LOAN LOSSES TO AVERAGE LOANS*	0.39%	0.52%	0.63%	0.55%	0.55%	0.51%
LOAN LOSSES DUE TO BANKRUPTCY*	42.74%	46.66%	33.35%	36.81%	36.83%	39.15%
GROSS INCOME TO AVERAGE ASSETS*	6.73%	7.37%	6.29%	6.91%	6.26%	6.94%
COST OF FUNDS TO AVERAGE ASSETS*	1.65%	2.14%	1.72%	2.22%	1.77%	2.29%
NET OPERATING EXPENSES TO AVERAGE ASSETS*	3.06%	3.07%	2.48%	2.56%	2.45%	2.57%
RETURN ON AVERAGE ASSETS*	1.05%	1.18%	1.09%	1.14%	1.04%	1.07%
NET WORTH GROWTH*	10.86%	11.55%	10.83%	9.64%	10.02%	9.85%
SHARE GROWTH*	16.13%	7.40%	15.32%	9.38%	15.27%	10.77%
ASSET GROWTH*'	16.09%	9.22%	14.60%	9.77%	15.13%	11.07%
LOAN GROWTH*	3.26%	8.80%	6.03%	4.89%	6.50%	6.26%
UNSECURED LOAN GROWTH*	-9.17%	-3.03%	-10.94%	-5.39%	-8.36%	-1.85%
AUTO LOAN GROWTH*	6.87%	10.97%	7.27%	5.18%	7.33%	4.75%
1ST MORTGAGE LOAN GROWTH - FIXED RATE*	10.69%	-1.83%	19.17%	10.36%	15.94%	13.24%
ADJ. RATE MORTGAGE LOAN GROWTH*	-1.28%	-50.95%	8.22%	20.35%	9.78%	12.22%
HOME EQUITY LINE OF CREDIT LOAN GROWTH*	15.15%	22.30%	-0.41%	7.54%	8.71%	17.92%
OTHER REAL ESTATE LOAN GROWTH*	-23.52%	-14.79%	-17.36%	-4.69%	-5.65%	1.35%
INVESTMENT GROWTH*	40.44%	6.13%	31.81%	18.62%	31.67%	19.23%

*annualized